



<https://jobroll.govhelp.in/job/vi-hiring-in-jobs-job-search-area-sales-manager-in-vi/>

Vi Hiring in Jobs – Job Search – Area Sales Manager in Vi

Job Location

India
Remote work from: IND

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Base Salary

USD 13 - USD 28

Qualifications

10th/12th Passed

Employment Type

Full-time

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Description

Vi Hiring in Jobs

As an Area Sales Manager at Vi, you will play a key role in driving sales and market share growth within your assigned territory. You will be responsible for managing and motivating a team of sales representatives, building strong relationships with existing and potential customers, and exceeding sales targets.

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Vi Careers

Responsibilities:

- **Lead and manage a team of sales representatives:** Recruit, onboard, train, and coach your team to achieve individual and team sales goals. Provide continuous feedback and support to maximize performance.
- **Develop and implement sales strategies:** Analyze market trends and competitor activity to identify opportunities for growth. Develop and execute targeted sales plans to drive revenue and market share in your assigned territory.
- **Build and maintain strong customer relationships:** Establish rapport with existing and potential customers across various segments, including retailers, distributors, and corporate accounts. Understand customer needs and recommend the most suitable Vi products and services.
- **Negotiate and close deals:** Present compelling sales proposals and negotiate contracts with customers. Ensure timely delivery of services and

Hiring organization

Vi

Date posted

January 19, 2024

Valid through

31.08.2024

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address any customer concerns efficiently.

- **Monitor and report performance:** Track key performance indicators (KPIs) such as sales revenue, customer acquisition, and market share. Generate regular reports and analyze results to identify areas for improvement.
- **Stay updated on industry trends:** Continuously learn about the latest advancements in the telecommunications industry and adapt your sales strategies accordingly.

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Vi Jobs Near Me

Skills & Qualifications:

- Bachelor's degree in Business Administration, Marketing, or a related field.
- Minimum 2 years of experience in sales, preferably in the telecommunications or FMCG industry.
- Strong understanding of the Indian telecommunications market and Vi's product portfolio.
- Proven track record of exceeding sales targets and achieving market share growth.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to work independently and as part of a team.
- Strong analytical and problem-solving skills.
- Proficient in MS Office Suite and CRM tools.

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